

13 October 2022

Market Announcements Office
ASX Limited

Investor Presentation

Attached is the Eagers Automotive Limited (ASX: APE) presentation for today's investor conference held by Morgans Financial Stockbroking.

Authorised for release by the Chief Executive Officer.

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Morgans Conference

Keith Thornton | Chief Executive Officer

13 October 2022

Agenda

- 1 Update
- 2 Strategy
- 3 Outlook
- 4 Q&A

Update

1H 2022



Statutory PBT \$246.5m



Underlying Operating PBT⁽¹⁾ \$195.1m



Available Liquidity \$842.8m



Return on Sales (Underlying) 4.6%



Corporate Debt Net of Cash \$12.6m



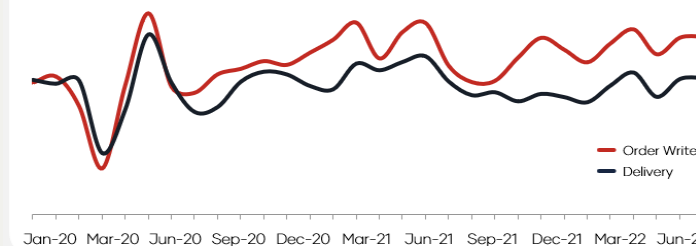
Ordinary Interim Dividend 22.0 cents per share

Questions

- Supply versus Demand
- Margin & Cost
- Sustainability
- Growth

Order Bank

New Vehicle Order Write vs Deliveries
January 2020 to June 2022



Market Dynamics

Income Levers

- Finance & Insurance
- Car Care
- Used Cars
- Parts
- Service

Expense Levers

- People
- Property
- Inventory
- Marketing
- Other



Strategic Levers

- Property
- Tech Enabled Productivity
- Disciplined Reinvestment

Growth Drivers

- Transformation
- Consolidation
- Rationalisation

Balance Sheet Strength

Strong metrics

Enables flexibility to pursue organic growth and M&A opportunities in accelerating Next100 Strategy while undertaking capital management program

\$ MILLION	FY19	FY20	FY21	1H22
Cash	94.2	209.1	197.6	326.3
Net Debt	315.8	129.3	128.4	12.6
Available Liquidity	205.0	683.2	733.1	842.8
Gearing	1.14	0.29	0.28	0.02

(1) Underlying operating results refers to continuing operations outlined and reconciled to statutory results on slides 31 (1H22) and 32 (comparative financial information) of APE's 2022 Half Years Results Presentation. Underlying operating figures are non-financial measures and have not been subject to audit by the Company's external auditors.

Strategy

New Business



AutoMall Indooroopilly

Exceeding our expectations

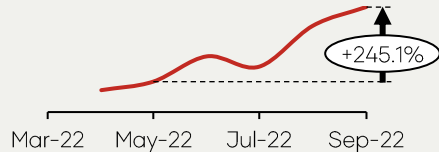
Foot Traffic
2,000+

Average unique visitors
per day

Dwell Time
15 minutes

Average time spent inside the
store per customer

Orders Written



Customer Feedback

Best in Class Customer
Satisfaction OEM results

Apply Learnings

Brisbane Airport



Osborne Park



Castle Hill



New Partnerships

Growing existing



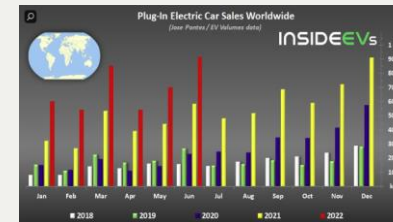
New Entrants | Partnerships



EV Transition

Demand⁽¹⁾

54% growth on prior
year in Global plug-in
electric vehicle sales,
surging to a new all-
time monthly record in
June 2022



Supply⁽²⁾

59% of vehicle sold
in Au are larger SUV
or dual cab with little
EV product available

65% of consumers
want an EV under
\$50k

88% of EV's
currently available are
over \$50k

72% of the world's
market is LHD

Partnerships

Uniquely placed

Product



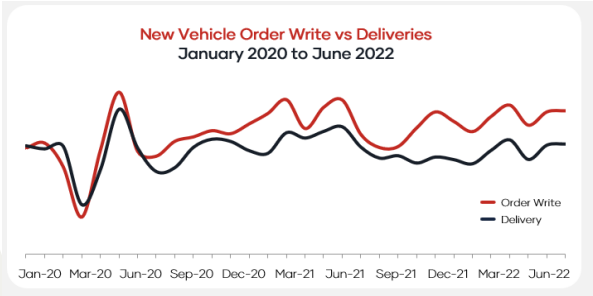
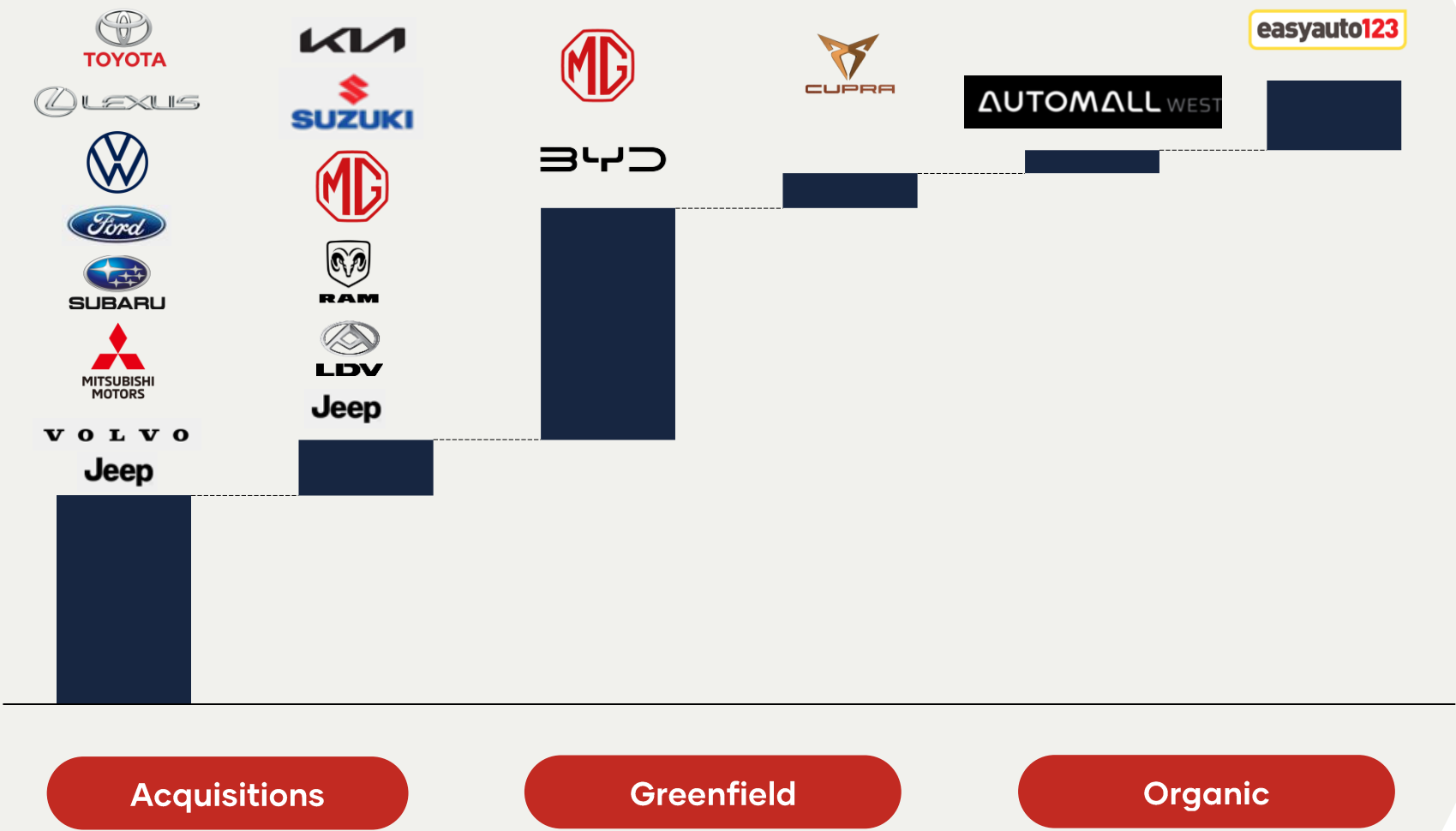
Opportunity



Economics



2023 Outlook



Engage our customers, everywhere



Redefine our workforce



Optimise vehicle finance solutions



Support innovation



Reinvest with discipline



Q&A

